

GOALS



	NEW JOBS CREATED	CAPITAL INVESTMENT
GOAL	1,200	\$100M
YEAR TO DATE	621	\$162.7M
% OF GOAL	52%	163%

PROJECT ACTIVITY (YTD)

71

LEADS

92

PROJECTS

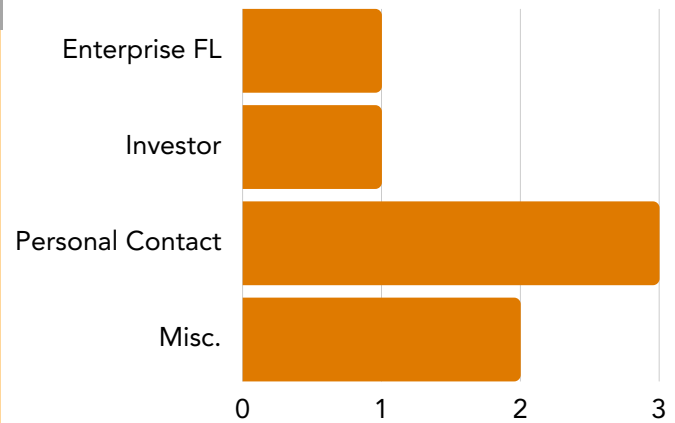
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SUCCESSSES

**OCTOBER - DECEMBER 2021
EVENTS & CONFERENCES**

- NetFest 2022
- Saint Leo Leadership Series
- Habitat for Humanity Community Builders Breakfast
- Tour of SkyCenter One
- Starkey Ranch Joint Use Complex Dedication
- Enterprise Florida Board Meeting
- Popstroke Groundbreaking
- Sunrise Peace Breakfast
- SPP Marketing Office Water Street
- IPAC Ribbon Cutting
- Tampa Bay Business Journal Economic Outlook

LEADS BY SOURCE



19
COMPANY VISITS

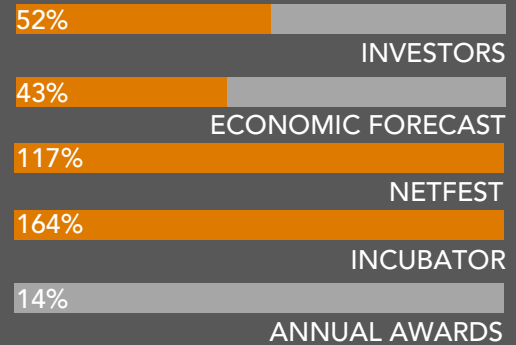


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PRESENTATIONS TO GROUPS

LOCATION & EXPANSION PROJECTS YTD

COMPANY	LOCATION	TARGET INDUSTRY	TOTAL EMP.	NEW EMP.	CAPITAL INVESTMENT	SQ. FT.
NVGTN	Trinity	AM	30	30	\$12,600,000	95,000
Amazon	San Antonio	L&D	500	500	\$150,000,000	517,220
MedFleet	Hudson	B&PS	40	15	\$100,000	11,000
Arbiter	Odessa	AM	20	20	\$25,000	5,000
NFANT Labs	Port Richey	LSMT	10	10	\$20,000	2,300
K&K European Food Industries	-	AM	1	-	\$20,000	-
TOTALS			570		\$162,700,000	623,220

FINANCIAL SUPPORT SUMMARY



INVESTORS

 **7 NEW**
91 TOTAL

YTD \$284,520
GOAL \$550,500

INCUBATOR

YTD \$680,197
GOAL \$413,933

NETFEST

YTD \$31,500
GOAL \$27,000

ANNUAL AWARDS

YTD \$5,000
GOAL \$35,750

ECONOMIC FORECAST LUNCHEON

YTD \$3,000
GOAL \$7,000

READY SITES

- Enhanced marketing strategy is increasing exposure and yielding inquiries in Logistics & Distribution (4), Advanced Manufacturing (2), Aviation (1), Life Sciences (1), and High Technology (1).
- Interest from speculative industrial developers has increased.

EXECUTIVE SUCCESS PROGRAM

- More than halfway through this year's program with only four program days left.
- Recruiting for the next class is underway, as well as planning the graduation dinner for this year.
- Next program day members will take a bus tour of Pasco County featuring Ready Sites.

INTERNATIONAL PROGRAM

- Pasco EDC participated in Italy Expo 2022 presented by Italy-America Chamber/The Italian Club/Tampa Agrigento Sister Cities.
- Hosted Global Competitiveness Committee meeting featuring Consul General of Germany, Andreas Siegel, as the guest speaker.
- Attended Tampa Bay Organization of Women in International Trade Event with Ambassador Eric Rubin.

ENHANCED MARKETING

- Florida Trend March Pasco Spotlight released featuring programs and businesses from throughout the county.
- New Ready Sites digital marketing campaign targeting locations of upcoming trade shows in San Diego and Chicago.
- Creating more SMARTstart video testimonials focusing on those who have received the Santander scholarship.

WORKFORCE CONNECT

- 1. Assisted 13 primary target industry companies in Pasco County last quarter.
- 2. Produced workforce video promoting Pasco careers in target industries to young adults with support from Duke Energy.
- 3. 863 visitors utilized the WorkforceCONNECT website last quarter to locate local training resources or to explore available local careers.

SMARTSTART PROGRAM

- Hosted a successful 2nd Annual Grow Pasco with 108 businesses represented and over 126 B2B connections facilitated.
- Attended and exhibited at Synapse Summit, including bringing along 2 of our international SMART Landings members for exposure.
- Launched a new research tool called Size Up Pasco hosting a public training event with 25 local businesses in attendance.



SMARTSTART

A PASCO EDC PROGRAM®



34
OFF-SITE
MEMBERS



17
ON-SITE
MEMBERS



62
CLASSES AND
EVENTS YTD



512
TOTAL
PARTICIPANTS YTD



388
JOBS CREATED OVER
PROGRAM LIFETIME

MICROLOAN FUND



\$31,163
AVERAGE
LOAN



138
JOBS
RETAINED



250
TOTAL JOBS
CREATED

SINCE INCEPTION

YEAR TO DATE

TOTALS SINCE INCEPTION	AMOUNT	TOTALS YTD	AMOUNT
Loans Approved	64	Loans Approved	3
Amount Awarded	\$1,994,400	Amount Awarded	\$150,000
Donations Received	\$1,149,000	Donations Received	-

LOANS YTD

COMPANY	PRODUCT/SERVICE	TOTAL EMP	AMOUNT	LOCATION	NEW EMP
For Honor and Glory	Gaming Establishment	2	\$50,000	Zephyrhills	0
The Acting Studio Enrichment Academy, LLC	Fine Arts Schools	2	\$50,000	Wesley Chapel	0
Dang Good Sushi, LLC	Restaurant	2	\$50,000	Trinity	0